

# *Fiber Based Alternatives*

## *For Rural Communities*

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# Agenda

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- I. IFW Company Overview
- II. Applications Driving Broadband
- III. Obstacles to Broadband
- IV. What can we do about it?
- V. Options for consideration



# IFW Company Overview

- Indiana Based Independent dark fiber infrastructure services provider
- Competitive Local Exchange Carrier (CLEC)
  - Only independent provider targeting tier 2, 3, and 4 cities throughout Indiana. Carrier class network with over 1,800 route miles of fiber
  - Over 100,000 fiber miles and 1,900 conduit miles available for sale in inventory





# IFW Company Overview cont.

- Preferred Provider for I-Light Network
- Also serving Municipalities and K-12 School Districts throughout Indiana
- Other Customers include large and medium size enterprises, voice and data service providers (Carriers, ISPs), and governmental entities
- Wholly-owned subsidiary of GE Capital



# Definitions

- Dark Fiber – (Private Fiber)
  - Indefeasible Right to Use (IRU)
  - Leased
  - Customer determines the bandwidth
- Lit Fiber – Fixed Bandwidth Circuits
  - T-1, DS-3, Sonet, Gigabit Ethernet, etc.



## Applications driving the need for Bandwidth

- Public Safety
- Telemedicine
- Education
- Business Applications
- Economic Development





# Obstacles to Broadband

- Cost of infrastructure Build Out
  - Fiber to a network backbone (i.e. Henry Street)
  - Local infrastructure
- Acceptable business model to sustain ongoing revenues



# Obstacles to Broadband

**If the business model supported  
the investment in infrastructure,  
in a community, it would  
already be built.**





# What can be done about it?

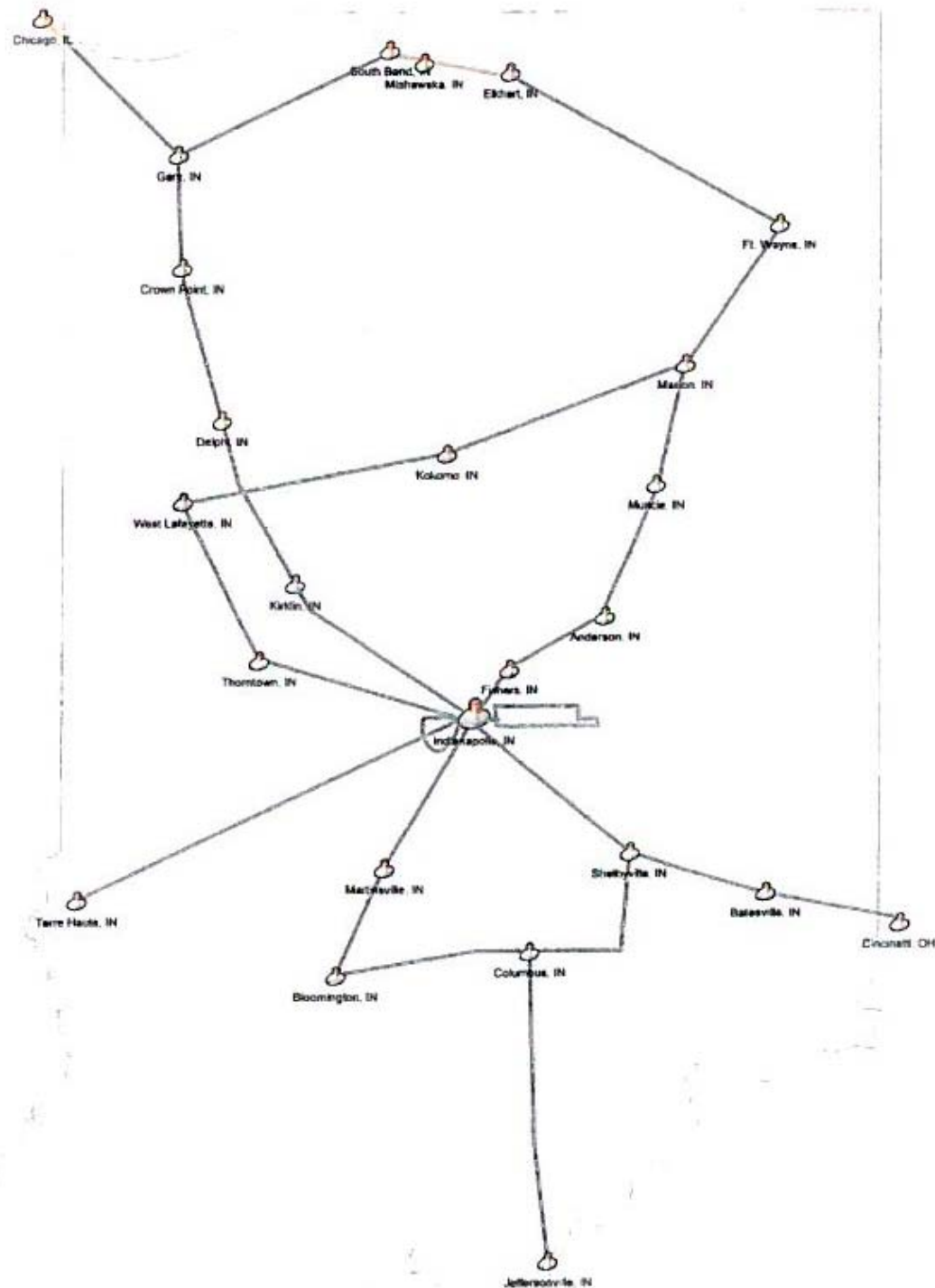
**If underserved communities want to accelerate the process, they need to find ways to help fund the infrastructure build out**



# Options for Consideration

- **Acquiring rights to existing fiber**
  - There is more of it out there than you might realize
  - It may be closer to your community than you think





Confidential





# Options for Consideration

- **Funding Construction Projects to fill in the gaps between you and the existing fiber**



# What can be done about it?

- **Economic Development Initiatives**
- **Grants**
- **Engaging Community Leaders  
(public and private)**



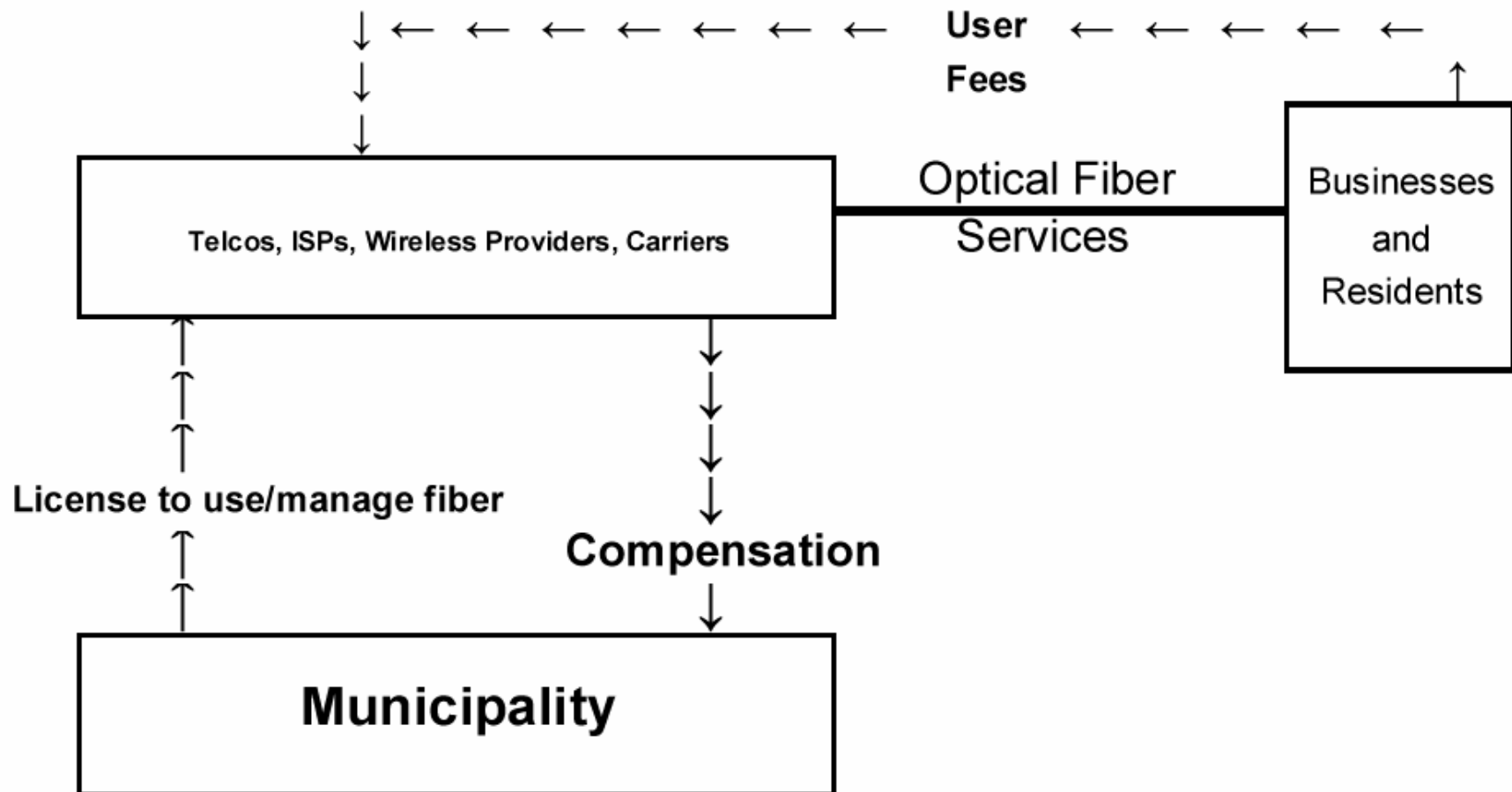
# Options for Consideration

- **Retain control of who uses the fiber**
  - Acquire the fiber from a Carrier Neutral Provider
  - Provide open access to all carriers and service providers, creating open competition and a level playing field





# Options for Consideration



# Options for Consideration

- You don't need to convert your Municipality into a phone company
  - Maintenance of Equipment
  - Maintaining the latest Technology
  - Customer Care Issues
- Are all the responsibility of the Provider Community



# *Incorporate the Best of All Worlds*

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